



COMPASS

October 2021

Bridgewater Market Insights



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Market Profile & Trends Overview

The table belows shows data & statistics for October 2021 (CM), and the percentage difference of these metrics compared to data from last month (LM), the last three months (L3M), the same month last year (PYM), the entire last year (LY), prior year (PY), year-to-date (YTD), and the prior year-to-date (PYTD).

		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	72	-13%	-21%	-28%	-41%	-55%	-	-
	MEDIAN PRICE	\$525,000	2%	3%	-3%	0%	0%	-	-
	AVERAGE PRICE	\$622,033	4%	5%	10%	11%	11%	-	-
	PRICE PER SQFT	\$263	-7%	-1%	10%	16%	16%	-	-
	MONTHS OF SUPPLY	1.0	-26%	-24%	-17%	-56%	-71%	-	-
New Listings	# OF PROPERTIES	62	9%	-15%	3%	-4%	-12%	699	-11.1%
	MEDIAN PRICE	\$497,000	-1%	1%	9%	-3%	0%	\$515,000	3.1%
	AVERAGE PRICE	\$529,121	-4%	-1%	6%	-1%	0%	\$554,549	4.0%
	PRICE PER SQFT	\$259	-5%	-1%	7%	13%	15%	\$253	11.5%
Sales	# OF PROPERTIES	69	17%	3%	-14%	36%	45%	560	16.4%
	MEDIAN PRICE	\$555,000	17%	4%	21%	17%	26%	\$535,000	18.9%
	AVERAGE PRICE	\$552,258	12%	0%	14%	12%	15%	\$550,735	13.6%
	PRICE PER SQFT	\$231	-11%	-11%	-1%	3%	5%	\$250	12.1%
	SALE-TO-LIST RATIO	101.6%	-1.0%	-1%	2.6%	1.3%	3.6%	101.9%	3.9%

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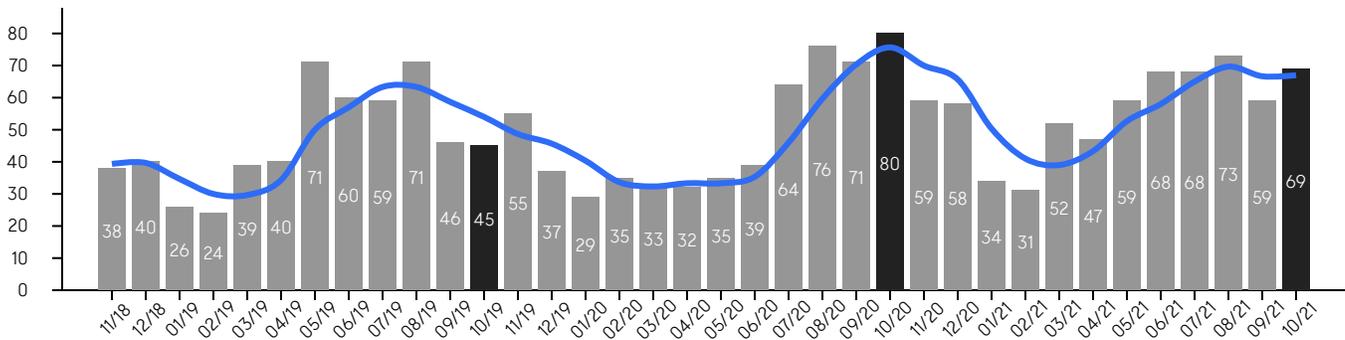
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Property Sales

There were 69 sales in October 2021, a change of -14% from 80 in October 2020 and 17% from the 59 sales last month. Compared to October 2019 and 2020, sales were mid level. There have been 560 year-to-date (YTD) sales, which is 16.4% higher than last year's year-to-date sales of 481.

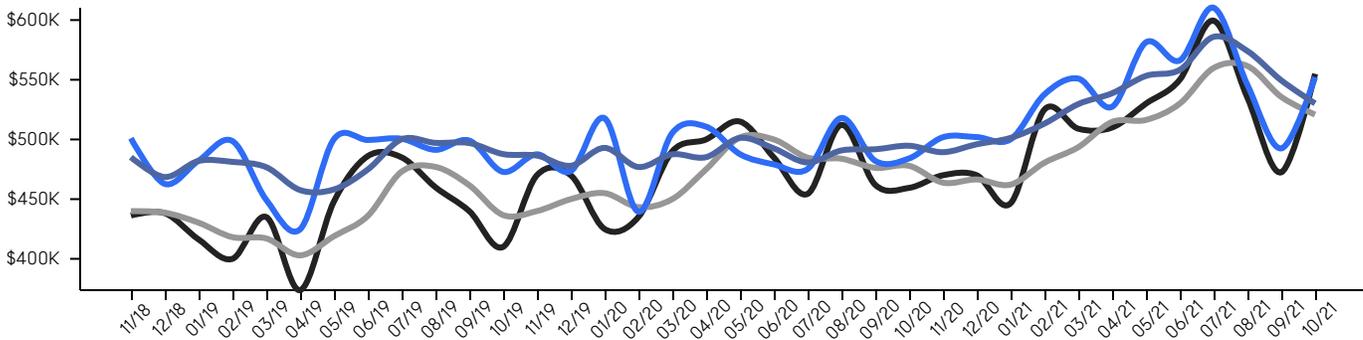
■ 3-Month Average



Property Prices

The median sales price in October 2021 was \$555,000, a change of 21% from \$459,444 in October 2020, and a change of 17% from \$472,500 last month. The average sales price in October 2021 was \$552,258, a change of 14% from in October 2020, and a change of 12% from last month, and was at its highest level compared to 2020 and 2019.

■ Median ■ Median (3-Month) ■ Average ■ Average (3-Month)



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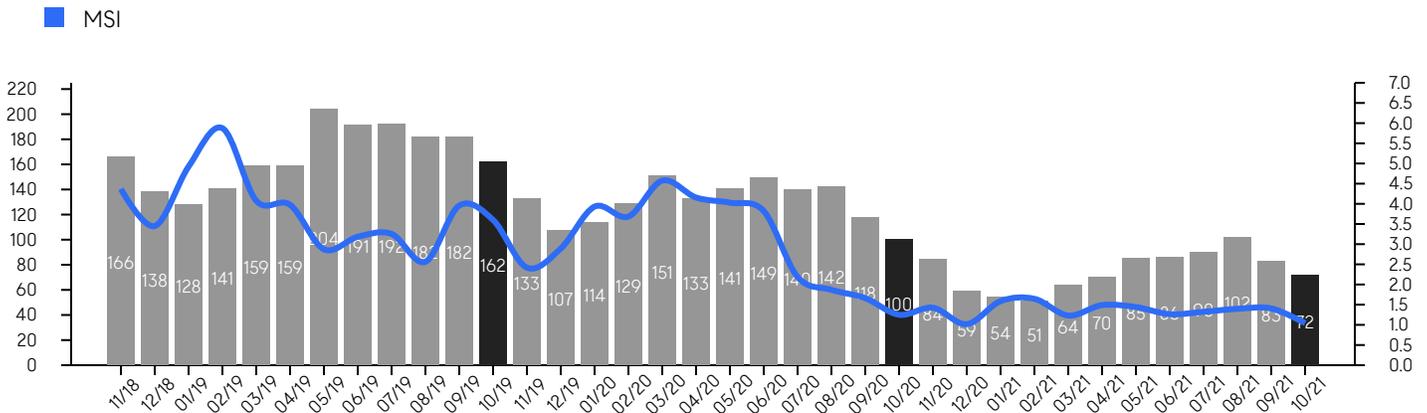


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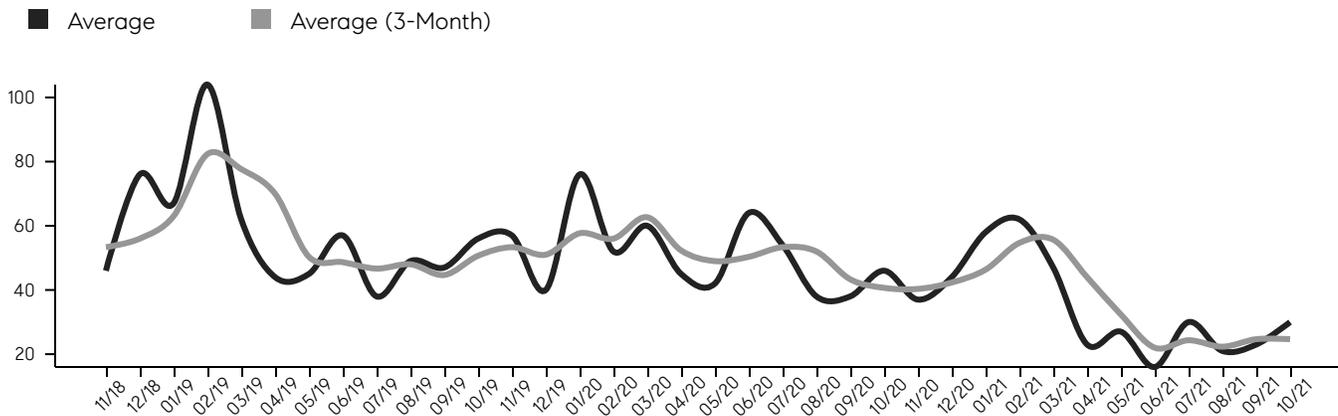
Inventory & MSI

The total inventory of properties available for sale as of October 2021 was 72, a difference of -13% from last month, and -28% from 100 in October 2020, and was at its lowest level compared to 2020 and 2019. The months of supply inventory (MSI) was at 1.0 months, compared to 2020 and 2019. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.



Market Time

The average days on market (DOM) shows the number of days the average property is on the market before selling. An upward trend tends to indicate a move towards a buyer's market, while a downward trend tends to indicate a move to a seller's market. The DOM for October 2021 was 30, a change of 30% from 23 days last month, and -35% from 46 days in October 2020, and was at its lowest level compared to 2020 and 2019.



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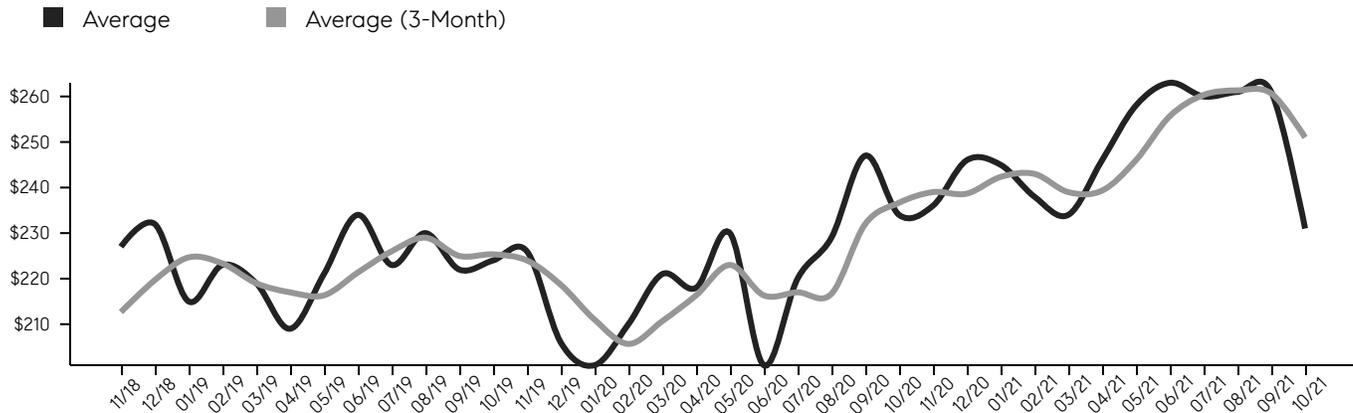


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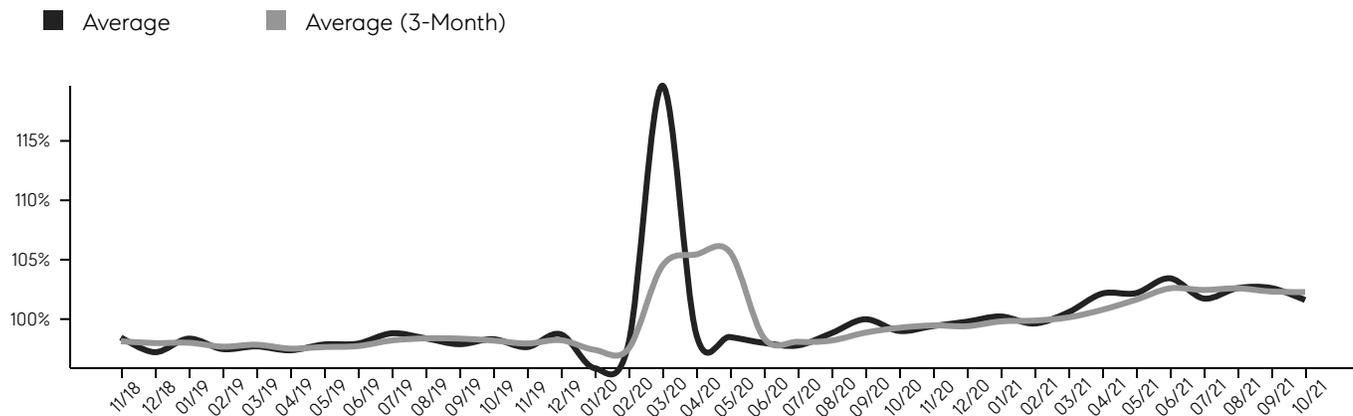
Selling Price Per Square Foot

The selling price per square foot (PPSF) is a great indicator for the direction of property values. Since median & average sales prices can be impacted by the "mix" of high or low end properties in the market, the selling price per square foot is a more normalized indicator on the direction of property values.



Selling Price vs. Listing Price

The selling price vs. listing price reveals the average amount that sellers are agreeing to come down from their list price. The lower the ratio is below 100%, the more of a buyer's market exists, while a ratio at or above 100% indicates more of a seller's market. The October 2021 selling price vs. listing price ratio was 101.6%, compared to 102.6% last month, and 99.0% in October 2020.



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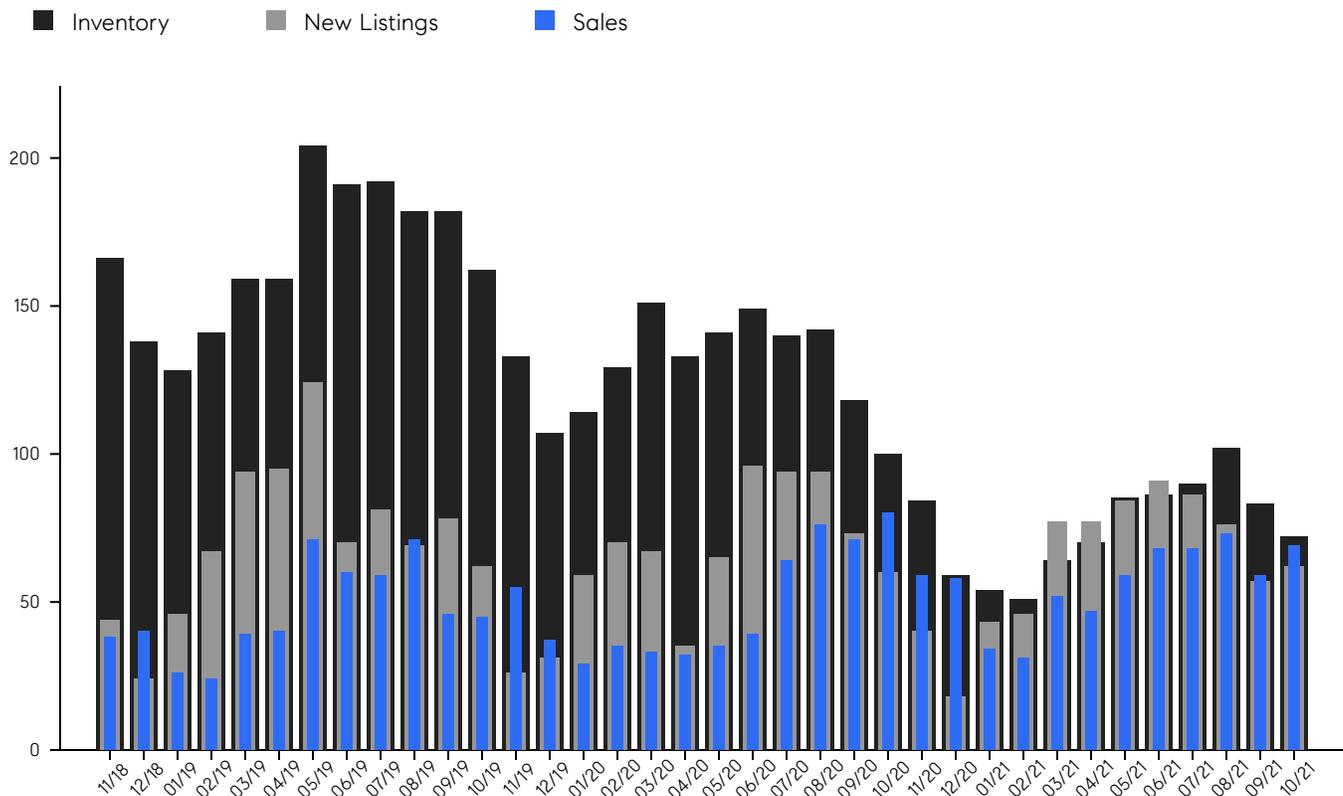


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Inventory, New Listings & Sales

This last view of the market combines monthly inventory of properties for sale along with new listings and sales. The graph shows the basic annual seasonality of the market, as well as the relationship between these items. The number of new listings in October 2021 was 62, a change of 9% from 57 last month and 3% from 60 in October 2020.



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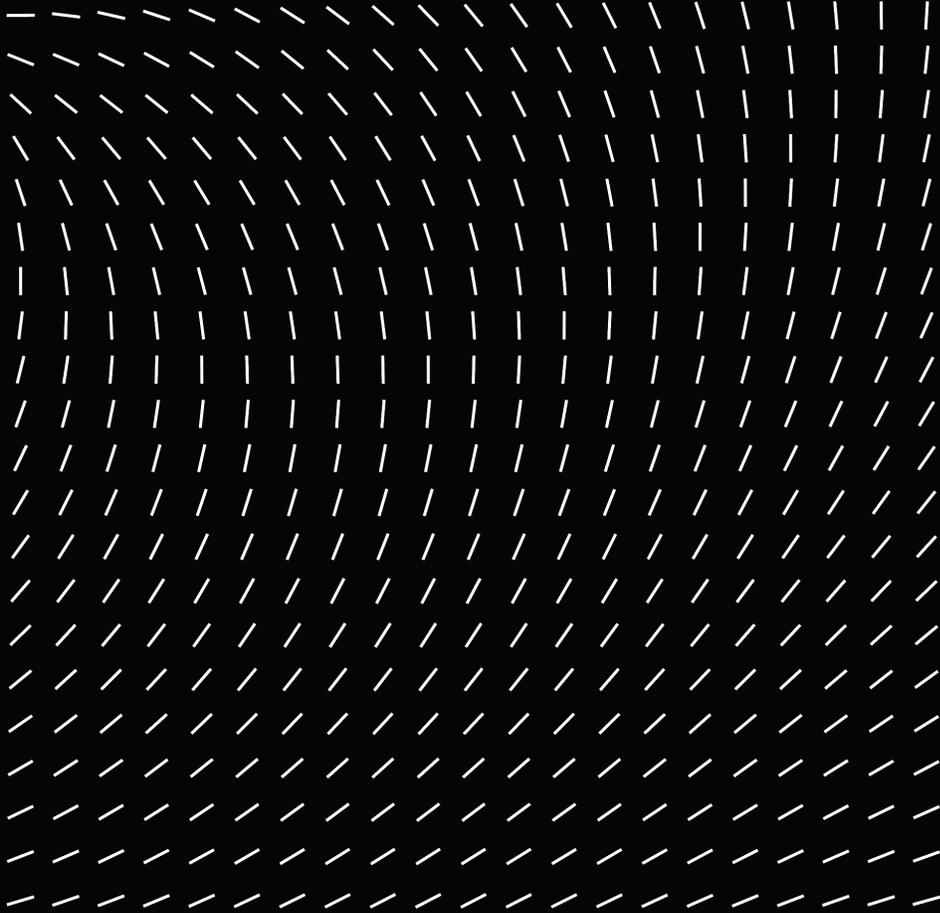


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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Oct '21	69	67	\$555K	\$521K	\$552K	\$530K	30	25	\$231	\$251	101.6%	102.3%	72	62	1.0
Sep '21	59	67	\$473K	\$536K	\$493K	\$550K	23	25	\$261	\$261	102.6%	102.3%	83	57	1.4
Aug '21	73	70	\$535K	\$562K	\$546K	\$574K	21	22	\$261	\$261	102.6%	102.6%	102	76	1.4
Jul '21	68	65	\$600K	\$560K	\$610K	\$586K	30	24	\$260	\$260	101.7%	102.5%	90	86	1.3
Jun '21	68	58	\$550K	\$530K	\$566K	\$558K	16	22	\$263	\$256	103.4%	102.6%	86	91	1.3
May '21	59	53	\$530K	\$516K	\$581K	\$553K	27	32	\$258	\$246	102.2%	101.6%	85	84	1.4
Apr '21	47	43	\$510K	\$515K	\$527K	\$539K	23	44	\$246	\$239	102.1%	100.8%	70	77	1.5
Mar '21	52	39	\$509K	\$494K	\$551K	\$530K	47	56	\$234	\$239	100.6%	100.1%	64	77	1.2
Feb '21	31	41	\$525K	\$481K	\$538K	\$513K	62	55	\$238	\$243	99.6%	99.9%	51	46	1.6
Jan '21	34	50	\$447K	\$462K	\$500K	\$501K	58	46	\$245	\$242	100.2%	99.8%	54	43	1.6
Dec '20	58	66	\$470K	\$466K	\$502K	\$496K	44	42	\$246	\$239	99.8%	99.4%	59	18	1.0
Nov '20	59	70	\$470K	\$464K	\$502K	\$489K	37	40	\$236	\$239	99.4%	99.5%	84	40	1.4
Oct '20	80	76	\$459K	\$478K	\$484K	\$495K	46	41	\$234	\$237	99.0%	99.3%	100	60	1.3
Sep '20	71	70	\$462K	\$476K	\$482K	\$492K	38	43	\$247	\$232	100.0%	98.9%	118	73	1.7
Aug '20	76	60	\$512K	\$484K	\$518K	\$491K	38	52	\$229	\$217	98.8%	98.2%	142	94	1.9
Jul '20	64	46	\$454K	\$485K	\$475K	\$481K	54	53	\$220	\$217	97.8%	98.1%	140	94	2.2
Jun '20	39	35	\$485K	\$500K	\$479K	\$493K	64	50	\$201	\$216	98.0%	98.4%	149	96	3.8
May '20	35	33	\$515K	\$502K	\$488K	\$501K	42	49	\$230	\$223	98.5%	105.6%	141	65	4.0
Apr '20	32	33	\$500K	\$475K	\$511K	\$485K	45	52	\$218	\$216	98.8%	105.4%	133	35	4.2
Mar '20	33	32	\$490K	\$450K	\$505K	\$488K	60	63	\$221	\$211	119.6%	104.5%	151	67	4.6
Feb '20	35	34	\$435K	\$443K	\$439K	\$477K	52	56	\$210	\$206	97.9%	97.5%	129	70	3.7
Jan '20	29	40	\$425K	\$455K	\$518K	\$493K	76	58	\$201	\$211	95.9%	97.4%	114	59	3.9
Dec '19	37	46	\$470K	\$450K	\$473K	\$478K	40	51	\$206	\$219	98.7%	98.2%	107	31	2.9
Nov '19	55	49	\$470K	\$440K	\$488K	\$486K	57	53	\$226	\$224	97.6%	97.9%	133	26	2.4
Oct '19	45	54	\$410K	\$437K	\$473K	\$488K	56	51	\$224	\$225	98.3%	98.2%	162	62	3.6
Sep '19	46	59	\$440K	\$462K	\$499K	\$497K	47	45	\$222	\$225	97.9%	98.4%	182	78	4.0
Aug '19	71	63	\$460K	\$477K	\$491K	\$497K	49	48	\$230	\$229	98.4%	98.4%	182	69	2.6
Jul '19	59	63	\$485K	\$473K	\$501K	\$500K	38	47	\$223	\$226	98.8%	98.2%	192	81	3.3
Jun '19	60	57	\$486K	\$436K	\$500K	\$475K	57	49	\$234	\$221	97.9%	97.7%	191	70	3.2
May '19	71	50	\$448K	\$419K	\$500K	\$458K	45	50	\$221	\$216	97.9%	97.6%	204	124	2.9
Apr '19	40	34	\$374K	\$403K	\$425K	\$458K	44	70	\$209	\$217	97.4%	97.5%	159	95	4.0
Mar '19	39	30	\$435K	\$417K	\$449K	\$477K	62	78	\$219	\$219	97.7%	97.8%	159	94	4.1
Feb '19	24	30	\$400K	\$418K	\$499K	\$481K	104	82	\$223	\$223	97.5%	97.7%	141	67	5.9
Jan '19	26	35	\$416K	\$430K	\$482K	\$482K	67	63	\$215	\$225	98.4%	98.0%	128	46	4.9
Dec '18	40	40	\$438K	\$439K	\$463K	\$469K	76	56	\$232	\$220	97.2%	98.0%	138	24	3.5
Nov '18	38	39	\$436K	\$440K	\$501K	\$485K	46	53	\$227	\$213	98.5%	98.1%	166	44	4.4

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